



The Commission on Early Education and the Economy

Q2 2014 Meeting

April 22, 2014

9:00 AM – 11:30 AM

St. Andrews School, Middletown, DE

AGENDA

9:00 – 9:15 AM

Welcome & Host Introduction

Paul Harrell, Commission Co-Chair

Paul opened the meeting at 9:08am and led in place of Nick Marsini whose father passed away over the weekend.

Introduced S. Renee Smith, new member

Introduced speakers: Secretary Jennifer Ranji of the DE Dept. of Services for Children, Youth and their Families. Bob Byrd, Partner, The Byrd Group representing the Business Round Table, the DE Chamber of Commerce and others; both to speak on advocacy and policy.

Referenced today's packet with media coverage – The commission is fortunate to have garnered significant impact in the media to date, thanks to our members.

9:15 – 9:25 AM

Public/Private Partnerships

**Tad Roach, Head of School,
St. Andrew's School**

Paul introduced Tad, thanked him for hosting the meeting and mentioned the SOAR program that St. Andrew's created with Appoquinimink school district for middle school student enrichment. The program has expanded to host high school students [10th grade pilot] from all over Delaware during the summer for college preparation/enrichment.

Tad Roach, Headmaster of St. Andrew's School: Mission of St. Andrew's is distinctive – has a public focus as it was originally created to serve students who could not afford private, boarding school. Students at St. Andrew's are from all over, and the school provides an average of \$5.3M dollars in financial grants to them each year. Service and public good is central to St. Andrew's. Public and private institutions have much to learn from one another, and college prep for students in DE is a gigantic need. We [St. Andrew's] hope our efforts will be a pilot program that is ultimately replicable throughout the state and even across the nation. Look to St. Andrew's to be a partner with Commission members in advocating for students.



9:25 – 10:00 AM

Policy and Advocacy

Jennifer Ranji, Secretary

Delaware Children's Department

Sec. Ranji spoke about advocacy and policy via her own experience and professional path.

From Widner Law School, became involved in victims' issues and family law. Then worked on domestic violence and rape statute in DE policy. [Resulted in entire re-write of voluntary association statute]

Began work in family court, and went to work for Gov. Carper as his lead counsel. Worked in DC and DE in government relations.

Became Education Policy Advisor for Gov. Markell and learned more about advocacy work. For effective advocacy to occur, you need:

- Strong leadership
- Good policy
- Resources

It is important to recognize that you really aren't leading unless someone is following you. In her experience with k-12 education this meant garnering broader support, engaging teachers, advocates, superintendents, charter schools, parents, etc. to get input for shaping the education agenda. DE was the only state in country with statewide school district, charter schools, & union support of their Race to the Top grant application.

Delaware realized shortly after winning the RTTT grant, that a focus in quality Early Learning was KEY to making greatest return on investment in all education policy.

Governor dedicated additional projected revenue solely toward ECE that spring to make an impact.

- Types of advocacy – the Commission is engaged in a community based, strategic, longer-term mindset shift regarding Early Childhood Education. Takes some patience and a long-term view.
- Advocacy and audiences – meeting with General Assembly and Governor's office. Know who is involved, find opportunities to meet and communicate your message to them. Have to be flexible, meet in the hall with them on their timetable. Same with caucuses and committees. Identify issues being discussed in meetings that are relevant to early childhood education and be there for discussions/interaction.

Many of our legislators are already involved and on board with ECE. It will be equally important, if not more so, to educate and involve new legislators. Business committees, caucuses, coffees can be helpful in this manner. Recognize and act on the unique opportunity we have in Delaware to see



and interact with our governing officials. It is important to establish regular contact with the Governor, Cabinet Secretaries, legislators, etc. to keep the conversation open and ongoing.

- Core messaging – Know what you want to say to be more effective

In June, Dan Rich and Ed Freel will speak about sustainability. Keep in mind that our governing officials are becoming more and more data driven as you work to sustain early childhood investment.

10:22 – 10:32 AM BREAK

10:33 – 10:58 AM Policy and Advocacy

Bob Byrd, President/CEO

The Byrd Group

The Delaware Legislature

Our legislature has changed over the years. In the past, citizen representatives served their time in the General Assembly and had a profession outside of Legislative Hall. Now, many more representatives focus full-time on their work in Legislative Hall. Years ago, offices and halls were more open to the public. Now, fewer places have public access. Lastly, we interact with representatives' *staff* as much as governing representatives. Staff plays an active role in discussions, recommendations and policy creation.

Engage in relationships, support legislators and their projects, campaigns, and interests.

Determine your target - who are the real decision makers? Who has a relationship with them?

The Governor's office and the Education Secretary have historically championed education issues, and we're fortunate that both offices are approachable and knowledgeable.

Tools you can use - What's the best way to reach your target? Lunch, coffee, and recruiting/educating other colleagues who can support your message with their legislator. Grass roots efforts are expensive, but can be effective and timely [phone calls, postcards, letters, etc.] to a legislative district.

11:04 – 11:20AM DE Stars Enhancements

Harriet Dichter, Executive Director

DE Office of Early Learning

Harriet shared two analyses that were conducted with providers around the state – one to determine Stars cost modeling and another to gather Stars program feedback from providers to create



enhancements for Stars. The Stars Enhancements include data driven decisions to enhance financial incentives, standards and supports, and quality accountabilities. [See Stars Enhancements 2014]

11:20 – 11:30 AM

Upcoming Events

Ranie Good, Commission Director

- April 29, 30 – Casey Melson and Ranie Good will join members of the Office of Early Learning at the Annual RTT-ELC Grantee Meeting. Will bring back information and best practices from other state grantees in the process of implementation.
- May 7 – Early Childhood Advocacy Day will be celebrated on the steps of Legislative Hall.
 - 1:00pm – 1:45pm Proclamation read by Lt. Matt Denn, followed by perspectives on Early Childhood from a parent, a pre-k teacher, a kindergarten teacher and a business/community member. Nick Marsini will represent the CEEE and business perspective.
 - 2:00pm and 3:00pm Proclamation received in each of the two chambersParticipants include parents, pre-K providers, business and community leaders, and legislators. Contact Ranie if you're interested in attending
- Delaware Stars Early Childhood Program Tours – contact Ranie or wait for her to contact you to schedule a tour of an early childhood program in your area.
- June 24, 2014 – Next CEEE meeting at Buena Vista from 9:00am – 11:30am

11:41 AM

Adjourn, Safe Travels

Paul Harrell, Commission Co-Chair